

Gating Scorecard Worksheet

		American		Delta		Southwest		United	
Factor	Possible Points	Data	Awarded Points	Data	Awarded Points	Data	Awarded Points	Data	Awarded Points
Number of Preferred Gates Requested									
1-2 gates: 2pts, 3-4 gates: 3pts, 4-5 gates: 4 pts, 6+ gates: 5 pts	5	6	5	5	4	10	5	6	5
Airline Club Requested									
yes: 7 pts, no: 0 pts	7	yes	7	yes	7	no	0	yes	7
International Flights									
yes: 5 pts, no: 0 pts	5	no	0	no	0	yes	5	no	0
Relevant International Code Share(s)									
yes: 4 pts, no: 0 pts	4	no	0	yes	4	no	0	no	0
Current Epax Levels									
4th quartile: 2 pts, 3rd quartile: 3 pts, 2nd quartile: 4 pts, 1st quartile: 5 pts	5		4		3		5		3
Fit into SAT									
Relates to desirability of passenger profile (business, leisure, mix, etc) and airlines brand position (network, ULCC, established, start-up, etc)	7		7		7		5		5
Service, Growth, Experience									
Split cabin, club experience, hub feed, growth potential viewed in light of HQ visit and commitment to club.	7		7		6		6		6
Total	40		30		31		26		26

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